

SAMPLE COMMAND HP PROGRAM

(Green "H" and NEHC Award Quality)

"USS GATOR (LHD-X)" Health Promotion Program

The elements and detail described here reflect a quality Command HP Program.

All of this information is not required on the Green "H" application form; most of this information is required for the NEHC Award application.

Mission

USS GATOR HP Program

To provide injury prevention and health awareness and education to all crew members of USS GATOR empowering each individual to achieve optimum wellness while operating within a safe work environment; therefore, enabling USS GATOR to maintain maximum readiness for the efficient accomplishment of amphibious assault, special purpose operations, and humanitarian missions.

Health Promotion Program (HPP) Coordinator

Description of qualifications of HPP Coordinator

- USS GATOR HP Program Coordinator is the physician on the ship; this makes access to crewmembers and their health information convenient. The HPP Coordinator may or may not be a Medical/Dental Department healthcare provider. If not, direct contact with crewmembers and/or their medical/dental records concerning their specific health problems will require Medical/Dental Department assistance due to confidentiality issues. At least one Medical and/or Dental Department provider must be part of the HP Program (Program Coordinator or Committee member).
- This HPP Coordinator has some experience in Health Promotion because of medical training. Additionally, he attended formal training at the Health Promotion Director Course (aka: Cooper Course) through NEHC, taught by Cooper Institute for Aerobic Research.
- He is also certified as a Tobacco Cessation Facilitator (trained through NEHC) and has completed the NMCSO sponsored Health Promotion at the Deckplate course.

Health Promotion Committee

**Requires at least 3 active members of various ranks/rates and from different departments;
membership depends on size of command and specific design of your program**

The Command Health Promotion Committee was formed in November 1997 and currently consists of 16 members from various divisions, rates, ranks:

LT xxxx	HP Program Coordinator	LCDR xxxx	MWR
HMCS xxxx	Medical	HM1 xxxx	Preventive Medicine
DT1 xxxx	Dental	SHC xxxx	Athletic Director
RMC xxxx	DAPA	MSGT xxxx	Marine Detachment
CWO4 xxxx	Food Service Dept	AMST xxxx	Training
LT xxxx	Tobacco Prevention/Cessation	EM1 xxxx	Safety
SHC xxxx	Command Fitness Program	LCDR xxxx	Chaplain's Office
JOC xxxx	Public Affairs Office	LT xxxx	Family Advocacy

Population Base/Target Population

Specific to your command

Target Group: The USS GATOR Health Promotion Program is designed to disseminate awareness and provide education to all ship's company personnel. During the calendar year 1998, the number of personnel onboard GATOR ranged from 980 to 1187 crew members, therefore an approximate number of 1100 crew members is used as a target group.

Needs Assessment

Includes Command Summary Report and Intervention Plan

- **Each command population has specific health needs and interests.** The assessment tool in this example is the "HRA" survey (one type of 'Health Risk Assessment' tool that has been discontinued). You can create a needs assessment screening tool or select a standardized tool (as the HEAR Survey from SURFPAC Medical) or other authoritative source. Tools can be simple and brief or comprehensive; many are available on the Internet.
- **"Submit health risk appraisal (needs assessment) data to your TYCOM Medical Office by 31 January" per COMNAVSURFPACINST 6100.1.** An example of this type of report is demonstrated by the **USS GATOR Command Needs Assessment Report, shown here.** Use metrics where possible, as demonstrated here. **Attach a copy of this summary to your Green H Award application.**
- **USS GATOR used the "HRA" needs assessment tool in 1997; the "HEAR" survey was used in 1998.**

USS GATOR Needs Assessment tool #1 (the "HRA" Survey)

In October 1997, USS GATOR conducted a ship-wide Health Promotion Program, which provided the crew members with cholesterol and blood pressure screening. All members were also required to complete the "HRA" Health Risk Appraisal questionnaire. Nine hundred twenty-two members (88% of the crew) submitted a completed form. This information was utilized to generate a Command Needs Assessment report and to design the 1998 USS GATOR Health Promotion Project. A Command Needs Assessment Summary Report will be forwarded to the CO in Jan98.

USS GATOR Command Summary Report (includes Intervention Plan for each "need" category)

MEMORANDUM

10 Jan 98

From: Health Promotion Coordinator
To: Commanding Officer USS GATOR (LHD-X)

Subj: COMMAND NEEDS ASSESSMENT REPORT

Ref: (a) COMNAVSURFPACINST 6100.1

Per reference (a), USS GATOR conducted a command needs assessment during the months of October and November 1997 utilizing the Health Risk Assessment (HRA) questionnaire. Nine hundred twenty-two crew members completed the questionnaire which comprised 88% of the command personnel. A summary report for the command was generated and reported to LT xxxx, the command Health Promotion Coordinator. Based on the information provided by the command PRT Coordinator, and Safety Officer as well as the summary report **the following Health Promotion needs were identified:**

- (a) Hypertension awareness and intervention courses will be offered for the 6% of personnel noted to have a diastolic blood pressure of 90 mmHg or greater and for the 13% noted to have a systolic blood pressure above 140 mmHg.
- (b) Cholesterol education classes will be offered for the 7% noted to have levels greater than 240 mg/dl as well as for the 23% with levels between 200 and 239 mg/dl.
- (c) Nutrition awareness classes will be offered for the 91% who reported a diet lacking in fiber and high in fat.
- (d) Weight management intervention will be scheduled for the 19% who currently exceed the Navy standards for body fat.
- (e) Alcohol awareness classes will be offered for the 21% who reported drinking more than 14 drinks a week. This class is also intended for the 17% who reported driving after drinking or riding with someone who had been drinking.
- (f) Tobacco awareness and tobacco cessation classes will be offered for the 33% who smoke cigars and cigarettes as well as for the 4% who use smokeless tobacco.
- (g) Suicide awareness and education classes will be offered for the 4% who reported considering suicide in the last two years.

(h) Stress management education will be conducted to aid the 29% who reported difficulty coping with stress in the work place and at home.

(i) Fitness education classes will be offered, in conjunction with the remedial PRT program, for the 66% who reported little or no participation in aerobic and strength training exercises at least three times per week as mandated by the CNO. This class will also target the personnel who failed the November 1997 PRT.

(j) Women's Health education will be offered for 5% who reported they fail to do monthly self breast exams or have failed to have annual gynecological exams.

(k) Men's Health education will be offered for the 1% of males over 40 years of age who have failed to have an annual prostate exam. This course will also provide education to the males aged 18 to 35 years on the importance of monthly testicular exams.

(l) Injury prevention classes will be offered to target the 8% who reported failure to use seat belts while driving or as a passenger in a motor vehicle. This class is also needed to heighten awareness among the crew about the many hazards of ship board duty as evidenced by the numerous accident and injury reports filed with the ship's Safety Office.

2. The above named classes do not comprise an all-inclusive list of courses to be offered within the upcoming year. Many other awareness and education classes will be offered which cover topics such as anger management, building a healthy heart and STD prevention. Information pamphlets addressing a myriad of health topics will be placed in the Health Promotion pamphlet rack located in the medical department and made readily available to all crew members.

3. A schedule of all education and intervention classes will be advertised weekly in the POD and posted in the Main Medical passageway. Sign-up sheets for all classes will also be posted in the Main Medical passageway.

4. The HRA surveys will be distributed to the crew on an annual basis in accordance with COMNAVSURFPACINST 6100.1. This will enable the command Health Promotion Coordinator to refine the existing Command Health Promotion Project goals and generate an updated Command Needs Assessment report.

****Note:**

"HRA" survey was discontinued after 1997

Signed

HP Program Coordinator

USS GATOR Needs Assessment tool #2 (the "HEAR" Survey)

One year later, USS GATOR used a different tool to assess health needs - the "HEAR" survey. Contact SURFPAC Medical Department for information on using the "HEAR" or other surveys (619-437-2326).

In October 1998, the GATOR Medical Department distributed the HEAR questionnaire to each division within the command for distribution to each crew member. Nine hundred ninety-seven members (84% of the crew) submitted a completed form. These forms were mailed to HEAR Survey Foundation Health for evaluation. Individual reports for 772 members were received. A command summary report was not generated by the company evaluating the surveys. At present, GATOR is still awaiting the arrival of the remaining 225 individual reports. A limited Command Needs Assessment report was generated based on the information provided by the individual reports. A Command Needs Assessment Summary Report will be forwarded to the CO in Jan98.

USS GATOR Command Summary Report (includes Intervention Plan for each "need" category)

MEMORANDUM

10 Jan 99

From: Health Promotion Coordinator
To: Commanding Officer USS GATOR (LHD-X)

Subj: COMMAND NEEDS ASSESSMENT REPORT

Ref: (a) COMNAVSURFPACINST 6100.1

1. Per reference (a), USS GATOR distributed the Health Enrollment Assessment Review (HEAR) survey to all crew members to determine health needs and interests within the command. Nine hundred ninety-seven

completed surveys were submitted to HEAR Survey Foundation Health for analysis. A complete command summary report was not generated by the company. Seven hundred seventy-two individual reports were sent to the command for distribution to individual participants. Upon analysis of the individual reports, a report was generated by the command Health Promotion Coordinator (hand analyzed by HP Coordinator while awaiting final company report).

Health risk	#	%
Reports h/o high blood pressure	131	17
Reports h/o high blood cholesterol	217	28
Over Ideal Body Weight	57	8
Smoke 1-10 cigarettes a day	201	26
Smoke 11-20 cigarettes a day	58	8
Smoke 21-40 cigarettes a day	6	0.8
Smoke more than 41 cigarettes a day	3	0.3
Excess Alcohol Consumption	294	38
Angina or Heart Attack in Family Member	165	21
Stress	261	34
Depression	302	39
Anxiety	179	23
Family Problems/Marital Problems	634	82

Based on information from this HEAR summary report and input from the command PRT Coordinator, the following **Health Promotion needs were identified:**

- (a) Hypertension awareness and intervention courses are required for the 17% of personnel who reported a history of high blood pressure.
- (b) Cholesterol control workshops are required for the 28% who reported being told they have high blood cholesterol levels.
- (c) Weight management workshops will be scheduled for the 8% who report being over ideal body weight standards as well as for the 4% who exceed the Navy body fat standards as reported for the November 1998 PRT cycle.
- (d) Healthy heart classes will be conducted to provide information to the 21% who report a history of angina or heart attack in a close family member.
- (e) Alcohol awareness classes will be offered for the 38% who reported frequent episodes of excess alcohol consumption.
- (f) Tobacco awareness and tobacco cessation classes are required for the 35% who smoke cigars and cigarettes.
- (g) Suicide awareness and education classes are required for the 39% who reported having symptoms of depression.
- (h) Stress management education will be conducted to aid the 34% who reported difficulty coping with stress in the work place and for the 82% who reported family and/or marital problems.

2. The above named classes do not comprise an all-inclusive list of courses to be offered within the upcoming year. Many other awareness and education classes will be offered which cover topics such as anger management, men's health, women's health and STD prevention. Information pamphlets addressing a myriad of health topics will be placed in the Health Promotion pamphlet rack located in the medical department and made readily available to all crew members.

3. A schedule of all education and intervention classes will be advertised weekly in the POD and posted in the Main Medical passageway. Sign-up sheets for all classes will also be posted in the Main Medical passageway.

4. The HEAR surveys will be distributed to the crew on an annual basis in accordance with COMNAVSURFPACINST 6100.1. This will enable the command Health Promotion Coordinator to refine the existing Command Health Promotion Project goals and generate an updated Command Needs Assessment report.

Signed
Health Promotion Program Coordinator

HPP Goals for 1998

- These GOALS are based on the HRA "Health Needs Assessment" results above (data from Oct-Nov1997). The HEAR survey results (data from Oct98) will provide the basis for GOALS for 1999 (not described here).
- Your HPP GOALS may be based on "Healthy People 2010 Program" goals (referenced in RESOURCES Module Part III) or DoD/Navy HP priority areas (i.e., tobacco, stress, etc.) for example, until you are able to perform a needs assessment specific to your command.
- Not every health assessment need has to be addressed as a goal; it may not be possible to address all needs identified in a given year.

- ***To realize the health needs of the command***

By November 15, 1998 at least 85% of the command will have completed the HEAR , as evidenced by the number of reports submitted to Tricare for evaluation.

- ***To decrease the command tobacco use***

By December 31, 1998 there will be a 30% decrease in tobacco use at the command, as evidenced by follow-up of the total number of participants in the tobacco cessation program and interval review of medical/dental record data.

- ***To decrease the number of crew members who exceed Navy body fat standards***

By November 30, 1998 there will be a 50% decrease in the number of crew who exceed body fat standards, as evidenced by full participation in the weight management program and comparison of the Spring and Fall 1998 PRT cycle reports.

- ***To reduce the number of crew members with high blood cholesterol***

By December 31, 1998 less than 20% of the command will be noted to have blood cholesterol levels that exceed 200 mg/dl, as evidenced by comparison of annual blood cholesterol levels measured in the command.

- ***To reduce the number of crew members with uncontrolled hypertension***

By December 31, 1998 no more than 10% of the crew will be noted to have systolic blood pressures greater than 140 mmHg or diastolic blood pressures greater than 90 mmHg, as evidenced by routine screening during sickcall and close follow-up of those members diagnosed with hypertension who are treated with anti-hypertensive medication or lifestyle modification.

- ***To increase command awareness about the importance of injury prevention, proper nutrition, fitness and exercise, tobacco cessation, alcohol awareness, stress and anger management, suicide prevention.***

By December 31, 1998 there will be increased awareness within the command on various Health Promotion topics, as evidenced by attendance rosters collected during each scheduled Health Promotion event.

Strategies

Strategies listed describe how the health needs information will be used to improve health at your command.

The "HEAR" survey tool is referenced in this sample.

Many other "health risk appraisal" tools can be used.

- Obtain command wide HEAR (prior HRA survey discontinued, replaced by HEAR) summary reports annually to reassess health needs of the crew as well as compare compiled data from year to year.
- Provide several tobacco cessation workshops throughout the year to decrease the prevalence of tobacco use within the command.
- Conduct a four-week weight management workshop for all members who exceeded the Navy body fat standards during the May 1998 PRT cycle.
- Notify all members, via memorandum, with blood cholesterol levels greater than 200 mg/dl then conduct a cholesterol control workshop for these members and measure blood cholesterol levels annually to document improvement
- Notify all members, via memorandum, with a single reading of high blood pressure noted on HRA to return to the medical department for a total of three blood pressure measurements. All those members diagnosed with

hypertension will undergo a complete physical exam, be prescribed medication and receive individual counseling and follow-up. A hypertension management workshop will be conducted to provide group counseling to all those diagnosed with hypertension.

- Conduct education classes throughout the year on various topics such as alcohol awareness, STD prevention, men's health, women's health, tobacco awareness, nutrition, cardiovascular disease prevention, anger and stress management, fitness, and suicide awareness.

Summary of Activities

Your planned activities will address the specific goals based on the health needs of your command. Three different categories of activities (the "wave" strategy: Awareness, Education, Intervention) address the different levels of individual readiness to change certain life habits to improve health.

Awareness

To raise awareness; directed at individuals not yet aware they are at risk for a health problem

- Great American Smoke-out
- High blood pressure screening
- Cholesterol screening
- Weekly POD notes
- Variety of posters promoting tobacco cessation, good nutrition and fitness
- Variety of pamphlets in Health Promotion rack and Chaplain's Office
- Flyers advertising recommended texts available in the ship's library

Education

Directed at individuals who are ready to learn about how to stay healthy, prevent health problems, and make changes in life habits to improve health

The classes noted in the following list are all one-hour information sessions designed to increase knowledge on various Health Promotion and Preventive Medicine topics. All classes are taught by personnel who attended the Health Promotion at the Deckplates Training course. Each class utilizes the Lesson Training Guides, slides and videotapes provided through the course.

The classes noted in the following list are all one-hour information sessions designed to increase knowledge on various Health Promotion and Preventive Medicine topics. All classes are taught by personnel who attended the Health Promotion at the Deckplates Training course. Each class utilizes the Lesson Training Guides, slides and videotapes provided through the course.

- Take Care of Yourself
- Healthy Heart
- Stress Management
- Anger Management
- Nutrition
- Men's Health
- Women's Health
- Tobacco Awareness
- Injury Prevention
- Fitness
- Sexual Responsibility
- Alcohol Awareness
- Hypertension Awareness
- Suicide Prevention

The following displays and models are used as educational tools to augment the classes noted above.

- Smoking tri-fold display
- Smokeless Tobacco tri-fold display
- “Mr. Gross Mouth” model
- “Death of a Lung” model
- STD tri-fold display
- Obesity tri-fold display
- Plastic food portions
- Variety of Health Promotion videos
- Variety of reference texts available in ship’s library

Intervention

Directed at those ready to change life habits to improve health and decrease health risks

- Tobacco Cessation Workshop

A four part course which utilizes the Prochaska and DiClemente Stages of Change model to assist participants in overcoming nicotine addiction and emphasizes behavior modification as a means to achieving total wellness and remaining tobacco free for life.

- Weight Management Workshop

A four part course which educates each participant about the necessity of good nutrition, cardiovascular fitness, exercise and proper rest. This course is designed to assist the participants in learning effective and safe ways to lose weight while developing a healthy lifestyle.

- Cholesterol Control Workshop

This one-hour course is designed to emphasize the importance of maintaining a healthy blood cholesterol level through proper diet and exercise. The dangers of ignoring high blood cholesterol are also discussed. Follow-up lipid panels for members with blood cholesterol levels greater than 200 mg/dl are required to ensure improvement.

- Hypertension Management Workshop

This one-hour course is intended for members who have been diagnosed with high blood pressure or who have a strong family history of hypertension. The course emphasizes the dangerous consequences of uncontrolled hypertension and discusses the many ways to effectively manage high blood pressure and reduce the risk of developing complications. Individual counseling is required for follow-up.

Sample Portion of USS GATOR HP Program

Schedule of Events & Tasks

Health activities can be based on National Health Observances, Disease of the Month, Health Concern of the Month, etc., lists available at different sites (i.e., through NMCS D Health Promotion Dept. or on many websites. See Module Part III RESOURCES on this CD.

Schedule of Events for JUNE: *National Men’s Health and Fitness Month*

Underway: Acapulco 8-19 June

Intervention

Wed 3 Jun @ 1100 – Tobacco Cessation (4 of 4)

Education

Tues 9 Jun @ 1900 – Men’s Health

Thur 11 Jun @ 1900 – Stress Management

Thur 18 Jun @ 1900 – Men’s Health

Awareness

POD Notes

Posters

Pamphlets in Health Promotion rack in Main Medical

Men and Cancer video

Condom-Eze video

TASKS:

- Hang posters and post sign-up sheets for June events
- Obtain list of members who failed body fat standards during May PRT
- Schedule next quarter's HP Comm meeting
- Make posters for National Summer Fitness and Recreation Month
- Make posters for RIMPAC events
- Obtain pamphlets for July and August events and RIMPAC events
- Input POD notice for July events

Sample POD Notice for May 98

Please place in POD for 4 May 98:

HEALTH PROMOTION: May is High Blood Pressure awareness month. Hypertension is known as the silent killer because people rarely feel ill yet uncontrolled high blood pressure can lead to heart failure, heart attack, and stroke.

To learn more about effective ways to manage and treat hypertension, the medical department is offering a one hour workshop designed to raise awareness about the dangers of high blood pressure and provide education about proper management. The class schedule is as follows: Thursday 6 May @ 1900 and Thursday 20 May @ 1900

TOBACCO CESSATION

Every year in the United States, thousands of people are diagnosed with lung cancer, the most lethal type of cancer. Tobacco use is the number one cause of this fatal disease. To help all those smokers who desire to kick the habit, there will be a 4-week Tobacco Cessation course offered onboard GATOR during the month of May. This will be the final class offered during WESTPAC. The first session will begin Monday May 10th at 1900 in Main Medical. Nicotine patches are available through the course. Sign up is required and you must attend all 4 sessions to successfully complete the course. Sign up sheets are available in the Main Medical Pway. The class is limited to 50 participants.

WEIGHT MANAGEMENT

Obesity is a risk factor for developing a myriad of diseases such as diabetes, heart disease and vascular disease yet it is a completely preventable condition. Losing weight is often challenging but it can easily be accomplished with proper nutrition and exercise. A four part weight management course will be offered during the month of May to guide all those desiring to lose weight and get in shape. The first class will be held on Saturday 8 May at 1900 in main medical. You must attend all 4 classes to successfully complete the course. Sign up sheets are posted in the Main Medical Pway.

RISE

The RISE course will continue throughout the month of May with the final classes offered as follows:

Tuesday 4 May @ 1900: The Mind-Body Connection/Choices, Care of the Body, Habits that heal

Friday 7 May @ 1900: Choices-Dealing with powerful emotions: Stress and attention

Tuesday 18 May @ 1900: Healthy Ties- Relationships, support and how to keep Rise going in your life.

USS GATOR HP Program Evaluation Plan

The planned method of measuring effectiveness of your HPP activities. Plan “process/qualitative” measures and/or “outcome/quantitative” measures. Plan to use METRICS where possible.

- After completion of all the HRA or HEAR forms, record the total number of surveys submitted for evaluation and compare this to the total number of crew members to determine the percent participation.
- Keep a roster of all members who successfully complete the four-week tobacco cessation workshop and remain tobacco free 6 weeks and 6 months after completion of the course. The results of the annual HRA or HEAR surveys will also determine the percentage of tobacco users currently at the command.
- Keep a roster of all members who exceeded the Navy body fat standards during the May 1998 PRT cycle and compare it to the roster of members who exceeded the Navy body fat standards during the November 1998 PRT cycle.
- Compare the number of members noted to have blood cholesterol levels greater than 200 mg/dl in 1997 and who attended the cholesterol education workshop to the number of members noted to have elevated blood cholesterol levels in 1998.
- Keep a roster of all those members diagnosed with hypertension after thorough screening and monitor success of each member to maintain a normal blood pressure while on medication or after significant lifestyle modifications.
- Keep a roster of members who attended any health promotion events throughout the year to determine the level of command participation and the subsequent increase in health awareness.

USS GATOR HP Program Evaluation/Outcomes

**Three examples of documentation of HPP results are listed here. Can report as “process/qualitative” measures and/or “outcome/quantitative” measures in an Executive/Command Summary Report format.
Use METRICS where possible.**

Weight Management 1998 Summary Report

The GATOR PRT Coordinator reported 44 members (4% of the command) as exceeding Navy standards for body fat during the May 1998 PRT cycle. These members were instructed to attend the Weight Management Workshop from July 16th to August 6th. Twenty one members successfully completed the course. All of whom were noted to have weight loss by the completion of the course.

During the November 1998 PRT cycle, 22 members (2% of the command) exceeded the Navy standards for body fat. Five members failed both the May and November PRT cycles for exceeding Navy body fat standards. The comparison of the two cycles showed a 50% reduction in the number of members who exceed body fat standards at the command.

Hypertension Management 1998 Summary Report

One hundred sixty-six members were found to have elevated blood pressure during the November 1997 screening process. One hundred and twelve members returned to medical to have follow-up evaluation. Of these participants, only thirty-eight were diagnosed with hypertension. All 38 members were given a thorough physical examination, prescribed medication and counseled. Only thirteen of these members remain at the command, all of whom have become normotensive on medication.

Cholesterol Control 1998 Summary Report

A command-wide cholesterol screen was conducted in November 1997. Two hundred seventy six members were noted to have blood cholesterol levels greater than 200 mg/dl. This comprised 30% of the command. Forty-six crew members attended the Cholesterol Control workshop on 10 Feb 98.

During 1998, six hundred forty three lipid panels were completed. One hundred thirty seven had blood cholesterol levels greater than 200 mg/dl. This comprised approximately 21% of the command.

A comparison of the yearly figures shows a 9% reduction in the number of crew with elevated blood cholesterol.

Costs/Cost Effectiveness

Listing of all dollar costs with final statement of cost per crewmember. Sources of funding vary
(i.e., one command organized an off-site Women's Health and Fitness Stand-down at a local hotel with total
funding through MWR.

Health Promotion Budget and Expenses 1998

Variable			
AWARENESS			
PRODUCT	QUAN	COST	TOTAL
White paper (case)	1	\$68.00	\$68.00
Colored paper (rm)	6	\$7.00	\$42.00
Color cartridge	5	\$32.00	\$160.00
Black cartridge	10	\$32.00	\$320.00
Lamination paper (bx)	2	\$6.37	\$12.74
Page protector (bx)	2	\$4.45	\$8.90
			\$611.64

Fixed			
AWARENESS			
PRODUCT	QUAN	COST	TOTAL
Pamphlets	3000	\$0.53	\$1,590.00
Reference books	3	\$15.00	\$45.00
			\$1,635.00

Variable			
EDUCATION			
PRODUCT	QUAN	COST	TOTAL
HEAR Forms	1500	\$1.00	\$1,500.00
Lipid Panel	650	\$8.03	\$5,219.50
Cancer videos	2	\$15.00	\$30.00
Men's Health video	1	\$15.00	\$15.00
Women's Health	1	\$15.00	\$15.00
Breast Health vid	1	\$8.00	\$8.00
			\$6,787.50

Fixed			
EDUCATION			
PRODUCT	QUAN	COST	TOTAL
Plastic Foods assort'd	1	\$120.20	\$120.20
Death of Lung model	1	\$82.50	\$82.50
Mr Gross Mouth	1	\$95.00	\$95.00
Tobacco charts	2	\$82.50	\$165.00
Obesity chart	1	\$82.50	\$82.50
STD chart	1	\$82.50	\$82.50
			\$627.70

Variable			
INTERVENTION			
PRODUCT	QUAN	COST	TOTAL
ITN Info Package	100	\$0.67	\$67.00
Shol Info Package	100	\$0.86	\$86.00
Tobacco Cess Pkg	150	\$2.88	\$432.00
Weight Mgmt Pkg	150	\$3.26	\$489.00
Nicotine Pch 21mg	60	\$78.02	\$4,681.20
Nicotine Pch 14mg	85	\$71.53	\$6,080.05
Nicotine Pch 7mg	85	\$67.96	\$5,776.60
			\$17,611.85

Fixed			
INTERVENTION			
PRODUCT	QUAN	COST	TOTAL
			\$0.00

Subtotal Variable	\$25,010.99	Subtotal Fixed	\$2,262.70
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Total Program (Variable + Fixed)	\$27,273.69
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Contribution per crew member	0
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Number of crew members	1100
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<u>Cost per crew member</u>	<u>\$24.79</u>
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